

STATE LOBBYING SERVICES AGREEMENT

THIS AGREEMENT is made on the 1st day of October, 2017 by and between the CITY OF CLEARWATER, FLORIDA, P.O. Box 4748, Clearwater, Florida 33758, (the City") and the Law Firm of Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, 215 S. Monroe Street, Suite 815, Tallahassee, Florida 32301 ("Consultant").

WITNESSETH:

WHEREAS, in 2017, City issued a Request for Qualifications to the Law Firm of Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth to provide State Lobbying Services, attached as Exhibit A; and WHEREAS, Consultant agrees to provide State Lobbying Services to the City as described in Consultant's Qualifications Submittal proposal, attached as Exhibit B the primary lobbyists under the agreement pursuant thereto were Peter Dunbar and Martha Edenfield; and;

NOW, THEREFORE, in consideration of the promises and mutual covenants herein contained, the parties hereto do hereby agree as follows:

SECTION 1. AUTHORIZATION TO PROCEED AS CONSULTANT. Consultant is hereby authorized under the terms and conditions of this Agreement to provide State Lobbying Services to City as described in Exhibits A and B. The estimated allocation of time for said Services is reflected on the Addendum in Exhibit C.

SECTION 2. SCOPE OF SERVICES. Consultant shall keep City informed and active in the state legislative process by working with City staff to advocate the City's position regarding issues before the state legislature and various state agencies. Consultant agrees to organize a lobbying team led by Peter Dunbar and Martha Edenfield which shall include all the resources of the individual lobbyists of the consultant's firm to assist and represent the City on issues which shall include, but are not limited to the following:

- A. Strategic governmental relations program development and planning;
- B. Lobbying and advocacy before administrative agencies;
- C. Proactive issue identification and management;
- D. Timely assessment of information which may affect the City;
- E. Legislative monitoring and lobbying;
- F. Regulatory agency representation;
- G. Assessment of budgetary and regulatory issues;
- H. Regular updates on City-related issues;
- I. Administrative Branch representation; and
- J. Issue Analysis

SECTION 3. LOBBYING TEAM. It is understood and agreed between the City and Consultant that the lobbying team shall consist of two members and that responsibility for organization and leadership of the lobbying team will fall upon Peter Dunbar and Martha Edenfield but the consultant team will include all of the resources of the Consultant's individual lobbyists. The City reserves the right in its absolute discretion to cancel this Agreement if either Peter Dunbar or Martha Edenfield is not responsible for the organization and leadership of the lobbying team.

SECTION 4. TERM. The term of this Agreement shall be from October 1, 2017 through September 30, 2020.

SECTION 5. PROFESSIONAL FEES FOR SERVICES. The City and Consultant agree to an annual flat fee for state lobbying services of Forty Eight Thousand Dollars (\$48,000). Consultant shall bill City Four Thousand Dollars (\$4,000) per month. Special projects before executive agencies that are not included in the Scope of Services will be agreed to in advance and billed separately at an hourly rate not to exceed \$300.00 per hour as approved by the City Manager. Expenses shall not exceed 10% of the contract amount per year.

SECTION 6. COMPENSABLE EXPENSES. Reimbursement of expenses shall be made by the City to the Firm for reasonable out-of-pocket expenses as determined by the City Manager without markup, for long distance calls and facsimiles, copying or reproducing documents, postage, court costs, parking costs and travel incurred by Consultant in performance of the duties hereunder. Travel and per diem costs as well as automobile travel expenses shall not exceed that which is available to City of Clearwater employees. Expenses shall not exceed \$4,800.00 per year.

SECTION 7. INDEMNIFICATION AND INSURANCE. Consultant agrees to protect, defend, indemnify and hold the City and its officers, employees and agents free and harmless from and against any and all losses, penalties, damages, settlements, costs, charges, professional fees or other expenses or liabilities of every kind and character arising out of or due to any negligent act or omission of Consultant or its employees in connection with or arising directly or indirectly out of this Agreement and/or the performance hereof. Without limiting its liability under this Agreement, Consultant shall procure and maintain during the life of this Agreement professional liability insurance in a minimum amount of one million dollars (\$1,000,000.00). This provision shall survive the termination of this Agreement.

SECTION 8. CONFLICT OF INTEREST. It is understood by the City and Consultant that Consultant is not aware of any clients of the Firm that currently present any direct conflict between the interests of the City and other clients of Consultant. If any potential conflict of interest arises during the time Consultant is representing the City, Consultant will promptly inform the City. In that event, Consultant and City shall agree upon a lobbyist to represent the City on any issue in conflict and agree upon the appropriate fee for said services, which shall be deducted from Consultant fee. With regard to those clients which the Firm began representing after the City of Clearwater's initial representation, all conflicts would be resolved in favor of the City of Clearwater.

SECTION 9. CONSTRUCTION AND AMENDMENTS. This Agreement shall be governed by and construed in accordance with the laws of the State of Florida. This Agreement may be amended only by a writing duly entered into by the City and Consultant.

SECTION 10. CANCELLATION OF AGREEMENT. Either party may cancel this Agreement for any reason upon thirty (30) days advance written notice to the other party. In the event of cancellation, Consultant shall immediately cease work hereunder and shall be reimbursed for eligible and documented reimbursable expenses incurred prior to the date of cancellation.

SECTION 11. ATTORNEYS FEES. In the event that either party seeks to enforce this Agreement through attorneys at law, then the parties agree that each party shall bear its own costs and that jurisdiction for such an action shall be in a court of competent jurisdiction in Pinellas County, Florida.

IN WITNESS WHEREOF, the City and Consultant have executed this Agreement as of the date first written above.

Countersigned:

CITY OF CLEARWATER, FLORIDA

-george cretekos

George N. Cretekos, Mayor

William B. Home II

William B. Home, II, City Manager

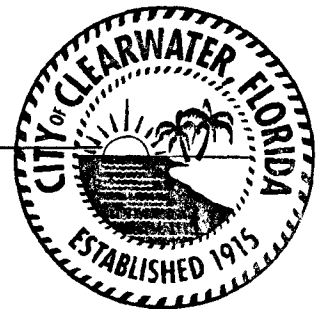
Approved as to form:

Paul Richard Hull

Paul Richard Hull
Assistant City Attorney

Rosemarie Call

Rosemarie Call
City Clerk



DEAN, MEAD, EGERTON, BLOODWORTH
CAPOUANO & BOZARTH, P.A.

Peter M. Dunbar

Peter M. Dunbar, Esq.

EXHIBIT "C"

CONTRACT ADDENDUM

By mutual consent of the parties hereto and consistent with the enactment of revisions to Sections 11.045 and 112.3215 and related provisions of the Florida Statutes during the 2005-B Special Session of the Legislature, the contract with Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, P.A. (hereinafter referred to as "Firm") is revised to identify the services and the compensation for said services in the following categories:

1. **Lobbying before the Legislature:** The client and Firm agree that the portion of time and services under the Agreement that is to be devoted to influencing or attempting to influence legislative action or non-action through oral or written communication or attempting to obtain the goodwill of members of the Legislature and employees of the Legislature shall be equal to fifty percent (50%) of the total time and services to be provided under this Agreement. The annual compensation to be paid for these services shall be \$24,000.00.

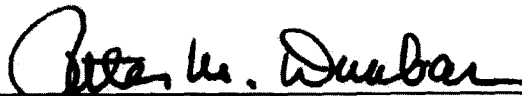
2. **Lobbying before the Executive Branch:** The client and Firm agree that the portion of time and services under the Agreement that is to be devoted to influencing or attempting to influence an agency with respect to a decision of the agency in the area of policy through oral or written communication or attempting to obtain the goodwill of an agency official or employee shall be equal to twenty five percent (25%) of the total time and services to be provided under this Agreement. The annual compensation to be paid for these services shall be \$12,000.00.


3. **Other Non-Lobbying Services:** The client and Firm agree that the portion of time and services under the Agreement to be devoted to non-lobbying services for the client, its members and employees, including, but not limited to, educational written and oral offerings and briefings, legal research, election demographic analysis, attendance at meetings of the client and related travel, intergovernmental communications with local governments and local government associations and the preparation of written opinions and reports for the client, shall be equal to twenty five percent (25%) of the total time and services to be provided under this Agreement. The annual compensation to be paid for these services shall be \$12,000.00.

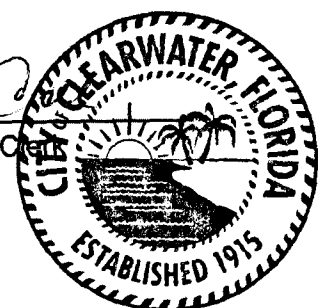
Except as modified hereby, the terms and conditions of the contract with Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, P.A., are ratified and confirmed to be effective this 1st day of October, 2017.

DEAN, MEAD, EGERTON, BLOODWORTH,
CAPOUANO & BOZARTH, P.A.

CITY OF CLEARWATER

By: 
Peter M Dunbar


Rosemarie Call, City Clerk





Presented To:

The City of Clearwater

**Request for Proposals
#34-17
State Lobbying Services**

August 25, 2017

Presented by:

**Dean, Mead & Dunbar
215 S. Monroe Street, Suite 815
Tallahassee, Florida 32301
850-999-4100**

www.deanmead.com

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DEAN MEAD

ATTORNEYS AT LAW

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MChapman@deanmead.com

August 25, 2017

Ms. Alyce Bengé, CPPO, C.P.M.
Purchasing Manager
City of Clearwater Purchasing Office
100 S. Myrtle Ave., 3rd floor
Clearwater, FL 33756-5520

Re: Request for Proposals: #34-17 – State Lobbying Services

Dear Ms. Bengé:

Dean, Mead & Dunbar ("Dean Mead" or "the Firm") is pleased to respond to the City of Clearwater's Request for Proposal Number 34-17 for **State Lobbying Services**. On the following pages, you will find our detailed proposal to provide full-service lobbyist representation for the City.

We are honored to currently represent the City of Clearwater before state government and hope to continue our successful and productive tenure as the City's lobbyist. We also represent a range of private sector interests, as well as public entities. That experience, coupled with our specific knowledge of the issues impacting the City of Clearwater, allows us to continue to seamlessly provide the services outlined in the scope of services as the Legislature prepares for an early start to its 2018 Legislative Session.

Our successes for the City of Clearwater and our other public sector clients are detailed in the proposal below, and they span a wide variety of substantive and budgetary issues. The members of the Firm's Government Relations and Lobbying Team have been active stakeholders in many statewide issues which impact the City, such as beach nourishment, tourist development taxes, public mooring, vacation rentals, law enforcement body cameras, municipal elections, red-light cameras, local business taxes, economic development programs, homelessness initiatives, public records abuses and water supply and water quality.

Our team has a great depth of relationships with the people who are key in the legislative process and with state agencies, and we know that we are trusted and respected by governmental leaders and their staffs.

At Dean Mead, our Government Relations and Lobbying Team is very experienced and hands-on. We have developed a highly effective governmental relations team because we are knowledgeable and strategic, but also because we are good communicators, both with our clients and Florida's elected leaders. The City of Clearwater has had, and will continue to have, direct access to a former State Representative and veteran lobbyist, Mr. Peter Dunbar, who celebrated his 51st legislative session in Tallahassee this year. Mr. Dunbar is surrounded by an excellent team with the combined experience of over 100 years working on the ground in Tallahassee. The Dean Mead team includes Martha Edenfield, Cari Roth, Brittany Finkbeiner and Michael Dobson. Key Project Managers, Peter Dunbar and Martha Edenfield, will serve as the main points of contact for the City regarding State Lobbying Services. You have our commitment the City will have immediate access to our entire team, and will always have timely and in-depth attention to your issues.

We have a strong base of knowledge of the unique characteristics and issues facing the City of Clearwater, and we hope to continue to put this knowledge to work for you. We have a keen understanding of the nature and scope of the work to be performed pursuant to this RFP for State Lobbying Services, including the representation of the City in advocating its Legislative Priorities.

Thank you for considering our qualifications. We welcome the opportunity to interview in person if the City would like to do so in advance of making a selection. We believe our skills, knowledge and relationships are an asset to the City of Clearwater's lobbying program and hope to continue to have the opportunity to serve you.

Sincerely,



Marc D. Chapman
President
Dean Mead

MDC:kg

TAB 2 - Demonstrated Experience Providing Lobbying Services with Local Governments and/or Organizations; References

1) Statement of Qualifications, Abilities, Experience and Expertise in Providing the Requested Services.

With 59 lawyers in five offices statewide, Dean, Mead & Dunbar (“Dean Mead”) has provided legal representation to clients throughout Florida for over 37 years. Dean Mead’s Tallahassee office opened in December 1, 2013. The Tallahassee office is home to 10 attorneys, including the Tallahassee-based Government Relations and Lobbying Team. Our Dean Mead Team will maintain an office in Tallahassee and will maintain a presence in the State Capital on behalf of the City of Clearwater.

Our Government Relations and Lobbying Team at Dean Mead has extensive experience in representing local governments and governmental type entities in legislative, legal, agency, and appropriations matters. **Our Team is comprised of five lawyer lobbyists with a combined experience of over 100 years working in Florida’s state government.** Collectively, our team is one of the most respected and effective firms representing governmental and private entities before Florida government. Individually, each of our team members is experienced and respected in the way that only years of hard work and good results are earned.

Ability to Represent Local Government Clients Before the Legislature

As legislative counsel for local government entities, we have successfully assisted with a wide variety of issues including infrastructure improvement projects, economic development, urban redevelopment, brownfields, annexation, growth management, retirement, court administration, workers compensation, environmental and waste management, telecommunications, health care, transportation, building code and contractor licensing, and consumer issues, hurricane relief, taxation, Article V, as well as appropriations issues.

Our Team’s extensive network of contacts within the Legislature and agencies of the state also can provide critical, time-sensitive governmental information that will assist the City of Clearwater in making informed decisions relating to the legislative and regulatory process.

Our Government Relations and Lobbying Team will enhance the City’s position in numerous ways. We focus our political efforts throughout the entire state. Because of this statewide focus of political campaign involvement, we have very strong working relationships with legislators from all different regions of the state. We work diligently to maintain bi-partisan relationships at all levels of state and local government.

Our Team has the ability to connect with legislative delegations throughout the state to demonstrate why and how issues impacting the City are important to the rest of the state. We understand local government and the City’s related issues very well through our lengthy experience representing the City of Clearwater since 1996, as well as other governmental entities in Florida. This experience and

expertise allows us to ably assist in policy development as issues work their way through the legislative process.

We are unique with regard to these and many other issues addressed by the Legislature in that our Firm members are active participants in legislative negotiations. We're looked to by legislators for advice on many substantive and strategic matters, and are well respected in all aspects of the legislative process.

Our experience extends to the executive branch. Three members of our Team have worked with the executive branch at leadership levels. Our contacts within the executive branch are extensive and because we know how they work and under what constraints, we effectively assist our clients in navigating the executive branch.

Notwithstanding the fact that Governors Bush, Crist and Scott were at times very aggressive with the veto power and that state government overall has in recent history been forced to operate with significant financial constraints in a difficult economic climate, our Team has been able to secure funding for our local government clients in past years. We also regularly monitor and forward grant opportunities and can assist the City with strategizing effective grant proposal approaches. Also, we have passed many important substantive bills at the request of our local government clients.

Our legislative team's successes for our clients span a wide variety of substantive and budgetary issues. We have been active stakeholders in many statewide issues, including many attempts at local government preemption and the myriad of legislative proposals that substantially impact local government budgets such as communications services' taxes and local business taxes. Our Team has a great depth of relationships with the people who are key in the legislative process and with state agencies, and we know that we are trusted and respected by governmental leaders and their staffs.

At Dean Mead, we have developed a highly effective lobbying team because we are knowledgeable and strategic, but also because we are good communicators, both with our clients and governmental decision makers. The City of Clearwater has and will have constant access to our entire Team, and continue to have timely and in-depth attention to your issues. We will provide timely information and assessments regarding budgetary and regulatory issues affecting the City. This includes regular written reports and communications on issues of specific interest to the City. We will provide written status reports on the State Legislative Agenda on a weekly basis during the Legislative Session and will be available for weekly status calls with your designated contact.

Through years of working with staff members, Legislators and executive level policy makers, we have earned a solid and stellar reputation for representing clients with zealous and strategic advocacy, armed with a thorough understanding of the facts and statutory environment of the issues. We are often in the great position to work with Legislators and agency heads as trusted advisors and experts on legislation and policy. In other areas where we may not have the depth of understanding, we work hard to develop it, and pride ourselves in being able to digest complex subjects and make the client's position understandable.

Our Team maintains a steady workload that is properly balanced among all proposed team members to ensure we provide the most responsive level of service to our clients. Dean Mead offers the City

our depth of resources to be able to provide a broad range of services in all of the areas identified in the Request for Proposals. During the committee weeks and the Legislative Session, the hours we work are expanded and our availability is as well. We do have the capacity to incorporate all workload needs for the City of Clearwater in a timely and efficient manner throughout the duration of the contract period.

Our Team is well acquainted with the new House Rules for Lobbyist and Public Contract Disclosure, as well as statutory and Joint Rule requirements. We are equipped to advise the City with compliance with these new requirements. As lawyers we are held to the Ethical Standards of The Florida Bar and the Florida Rules of Professional Conduct. In addition, our Team includes a former chairman and two-term member of the Florida Ethics Commission. Our activities will always be to the highest standard.

History of Demonstrated Competence

Below are some highlights of our Team's history and experience in the representation of local governments and public sector entities:

➤ Economic Development, Commerce, Tourism

- Secured legislation which expanded and created enterprise zones for various local government clients.
- Created a unique energy economic zone in law for Sarasota County.
- Played an integral role in passage of legislation which required a local referendum in Dade and Broward Counties on the question of whether to allow slot machines at pari-mutuel facilities.
- Helped to pass and re-implement caps on attorney's fees in workers' compensation cases.
- Actively participated in the effort to substitute comparative fault for joint and several liability issues.
- Defeated legislation and proposed constitutional amendment which would have imposed review and repeal of sales tax exemptions including sales tax on services.
- Played a leadership role in defeating the Online Travel tax exemption bills during the multiple Legislative Sessions.
- Assisted Glades County with funding for a Training Center.
- Played an integral role in the creation and expansion of the statewide Brownfield Program and extended the Brownfield Loan Guarantee Program.
- Worked with FDOT and Enterprise Florida and FDEO on facilitating the location of multiple economic development projects in Glades County.
- Obtained ad valorem incentives and a sales tax exemption for data centers.
- Successfully teamed with LOC and others to defeat legislation imposing additional restrictions on local regulation of short-term rentals.

➤ Transportation

- Authored and secured passage of legislation which allowed the Department of Transportation to reinterpret the law in our favor and thereby making our client eligible for up to \$13 million in funding for the Clearwater Memorial Causeway Bridge.
- Facilitated the acceleration of numerous FDOT projects within the 5 year plan.

- Authored and secured passage of legislation creating Port Citrus.
- Played a significant role in the creation and structuring of TBARTA, the Bay area regional transportation authority.
- Modified budget and statutory constraints on Small County Outreach Program transportation funding and Transit funding.
- Facilitated state funding assistance for a local roadway serving as an access road to a state park and as a critical hurricane evacuation route.
- Expanded local control over golf cart use on state roadways.
- Facilitated state funding assistance for economic development projects.

➤ **Coastal Issues**

- Played an integral role in the creation of the Tampa Bay Water Transfer Act and negotiation of the partnership agreement with the SWFWMD.
- Led the successful effort to restrict the ocean release of sewage and other waste by day cruise gambling vessels.
- Secured millions of dollars in funding from the Department of Community Affairs for Hurricane Disaster Relief Funds.
- Facilitated FEMA/FDEM approval and funding for emergency beach re-nourishment, from application through funding.
- Secured millions of dollars over the years in beach re-nourishment funding.
- Worked with the Florida Shore and Beach Preservation Association to secure passage of landmark beach restoration legislation, and continue to work with them on funding and modifications to the Act.

➤ **Law Enforcement, Public Safety**

- Secured funding for an opioid pilot project for Manatee County.
- On behalf of local governments, the Dean Mead Team has worked for many years to secure full funding of the Medically Need program, Transportation Disadvantaged, nursing home payments and other programs which greatly impact local governments.
- Successfully grandfathered local ordinances regulating “pill mills”.
- Helped defeat legislation that crippled local pre-trial detention programs.
- Defeated efforts to undermine local control of ambulance services.

➤ **Energy, Environment and Natural Resources**

- Played an integral role in the creation of Tampa Bay Water Transfer Act and negotiation of the partnership agreement with the SWFWMD.
- Led the successful effort to restrict the ocean release of sewage and other waste by day cruise gambling vessels.
- Played an integral role in the creation and expansion of the statewide Brownfield Program and extended the Brownfield Loan Guarantee Program.
- Actively and successfully defended against removal of the provision grandfathering local fertilizer ordinances.
- Played an integral role in growth management statutory changes for the last two decades.
- Helped rewrite law in 2001 and 2015-16 for the planning and implementation of water resource protection and integration with local government planning.

- Assisted with location and permitting of solar and biofuel facilities, and statutory implementation of the 2016 constitutional amendment on solar tax exemptions.

➤ **Water and Sewer Infrastructure**

- Helped acquire funding for the Tampa Bay Regional Reclaimed Water Project (multiple years) in the amount of \$10,500,000.
- Acquired millions of dollars in funding for Sarasota and Charlotte Counties for successive years of septic tank replacement programs.
- Secured funding for Manatee County for reclaimed water system funding and an innovative system to remove taste and odors from drinking water.
- Helped secure regional agreement on water supply infrastructure for Charlotte County.
- Helped secure millions of dollars in DEP/NPDES grant funding for Charlotte County.
- Secured funding for Clearwater Sanitary Sewer expansion program.

➤ **Emergency Preparedness and Recovery**

- Helped the City of Clearwater obtain funding for a Homeland Security Volunteer Team and Emergency Operations Center.
- Secured passage of legislation requiring a study of the appropriate boundaries of the Citizens Property Insurance High Risk Account.
- Assisted Glades County in securing improvements for emergency facilities.
- Helped Charlotte County obtain millions of dollars in hurricane relief funding for reconstruction in 2005-2006.

➤ **Arts, Culture, and Leisure Services**

- Drafted and facilitated passage of Spring Training legislation which allowed the City of Clearwater and the City of Sarasota to retain Major League Baseball spring training.
- Obtained full FRDAP funding for many parks in Manatee, Charlotte, Sarasota and Pinellas Counties.
- Assisted local governments with successful FCT grant funding.
- Ensured an interpretation of library funding which enabled Charlotte County to receive funding for its grant application.
- Helped obtain multiple appropriations for a regional rowing center in Sarasota County.

Experience and Expertise in the State Legislative Process

We offer the City of Clearwater a range of policies, procedures, and techniques to be used in performing the services identified in the Request for Proposals. These include the capability to communicate effectively with the City, the ability to draw on years of experience to recommend proactive strategies to benefit the City, the depth and experience to advocate for the City on any issue, and the ability to provide in-depth research and complicated legislation drafting services to the City. Functioning as a true Team, the Firm's policy and practice is to assign client issues and tasks to Dean Mead member(s) with the most experience, best contacts and overall capabilities to perform the task.

Much of the Legislature's agenda is established and its business addressed during Interim

Committee weeks prior to Session. We will review and provide advice on the development of the City's State Legislative Program prior to Committee weeks to enable the City to be prepared as early legislative activities begin. Our Government Relations and Lobbying Team covers all Interim Committee weeks and any Special Session. Each client will have a specific legislative affairs team member assigned as the lead client contact. For the City of Clearwater, Dean Mead proposes that Peter Dunbar be the primary contact to interface with the City and coordinate the activities of our team.

Dean Mead employs a multi-tiered approach to the organization and management of the issues of a particular client. We will evaluate the client's issues and assign a team of lobbyists. Issues are then broken down by subject matter, and in assigning the lobby team, we will weigh factors such as the scope and complexity of the issues, a particular lobbyist's experience in certain areas and relationships with particular members and committee staff, and other miscellaneous factors.

Once the team is formed, specific issues, general subject matter and administrative assignments are made. Administrative assignments include the primary contact person for the client, bill tracking, calendar development, and report preparation. The entire Government Relations and Lobbying Team meets together at least weekly during the Session, and members from the various teams meet at least daily. All Team members are familiar with all client issues so that they are able to share pertinent information with the appropriate team leaders. A team leader is responsible for strategic management, internal communication, task assignments and oversight of team members. Team members are responsible for appropriately and effectively carrying out assignments and internal communication. This approach ensures that no client priority is overlooked.

Key to effective representation will be the establishment of clear lines of communication between the City and the Firm. During the Legislative Session, we are available days and nights, 7 days a week to respond to any calls, e-mails or texts from the City. We are results-oriented and will devote the hours as necessary to achieve the legislative goals of the City.

To facilitate immediate contact when necessary, our Team will provide the City with a list of the cellular and office telephone numbers, e-mail addresses, and other contact information. While the Legislature is not in Session, we will report via conference call or written updates to the appropriate City representatives on an as needed basis to share information, provide updates and progress reports, discuss strategy and goals, and assign coverages. We are able to travel to Clearwater to report on activities engaged in while representing the City as desired.

All members of our Government Relations and Lobbying Team will be at the Capitol during Session covering meetings of interest to the City and coordinating as needed with the City. While our lawyers and lobbyists are at the Capitol, our direct support staff assists from the office.

As a law firm with a Tallahassee office, we do not have to contend with any travel issues and are able to be in any state office within 30 minutes. Our Tallahassee office is literally a few hundred feet from the Capitol building, allowing us to respond to emergency issues on behalf of the City, whether the issue arises during Session or in the interim, quickly and efficiently.

Our Firm maintains excellent legal and administrative resources bolstering our Team's ability to draft complicated pieces of legislation. We pride ourselves on the lawyers and former legislative staff members who have drafted some of the most complex legislation considered in recent decades. In addition to our core Government Relations and Lobbying Team, the Firm has lawyers with a broad range of expertise who can be available to assist with research and drafting.

Our Government Relations and Lobbying Team is equipped to handle client legislative research requests. Our advanced research capabilities include utilization of the latest legislative and legal research technologies to track issues related to City government and identify emerging opportunities which might impact the City. These include online access to legislative information via Online Sunshine, Westlaw and other Internet resources.

We subscribe to the LobbyTools legislative tracking system. This system allows our Team to set up accounts for each client and track electronically the movement of legislation through the process. Further, the system can be programmed to e-mail or page the Firm's lobbyists anytime important legislation is acted upon. The system provides us access to all filed legislation, summaries of bills, and bill analyses. LobbyTools also scans all legislation for amendments to statutes that impact the City and will notify Dean Mead of such activity. Our Team is prepared to obtain documentation and research materials and deliver materials at the request of the City.

It is also important to mention that our Team has analyzed the recently adopted House Rules regarding budget projects. We're equipped to advise the City on facilitating compliance with the new rules.

While our Team represents numerous governmental entities and private concerns, each of these representations varies in scope and complexity. By utilizing a team approach to lobbying, we ensure that all client projects receive the requisite time, resources and management attention.

Ongoing Relationships with Key Members and Legislative Committee Staff

Dean Mead's full range of lobbying legislative counsel and advocacy services includes regularly meeting with the individual members of the Legislature from every area of the state in order to clearly articulate and advocate the City's position on issues. We are available to appear and testify at Legislative Committee hearings on behalf of the City in support of, or in opposition to, legislation. Each and every member of our Team is available to attend and appear before committee meetings on behalf of the City as assigned.

Dean Mead has the ability to work with legislative bill drafting offices to prepare proposed legislation and amendments in the correct form and format. As part of our issue advocacy, we regularly prepare white papers and issue summaries to assist legislators and staff through clear and concise explanations of often complex issues.

Our Team will monitor and review all substantive floor amendments and bills, and will prepare reports advising the City of the status of legislation following committee weeks and during Session.

The Dean Mead Team will effectively communicate City Council policy positions to the Legislature, The Administration and state agencies. This includes scheduling meetings for the Mayor, members of the City Council, City Manager, or City legislative staff with members of the Legislature, the administration and with state agency representatives to discuss the City's priorities, initiatives and concerns. We will provide advice and counsel on the timing, necessity and subject matter, including the key points needing to be discussed at any of these meetings. We will advise the City on the necessity to write letters of support or opposition on pending legislation on state policy issues.

Each and every member of the Firm is available to work on issues based on the needs and best interests of the client. Often, relationships and contacts with the legislators and the staff are as important as knowledge of the issues. The depth of talent on our Team allows for coordination of the best contact person(s) with those with knowledge of the issue in order to gain the best access point and messenger to get the interests of the client presented to the appropriate decision maker. We will coordinate with the City and any and all team members, as needed.

Coordination with Stakeholders: With years of working in governmental service and experienced lobbyists in private practice representing a wide spectrum of corporate, not-for-profit and governmental clients, Dean Mead has a broad range of experience and expertise. We recognize the value of coordination with other stakeholders such as the Florida League of Cities, Florida Association of Counties and the Florida Shore and Beach Preservation Association, to create a team of representatives for client needs. We have demonstrated the ability to work in conjunction with the Florida League of Cities in support or opposition of legislation, budget issues and agency rules affecting cities.

We are driven to success by achieving the desired result for the client, not by seeking recognition or credit for the accomplishment. As lawyers, we are specifically trained to find answers and solve problems, including creating programs and drafting legislation to implement the legislative goals of the City.

Proactive Approach: Throughout the year, Dean Mead will identify and notify the appropriate City representatives in advance of opportunities related to grants and funding availability for transportation, community and economic development, environmental matters, infrastructure improvement, hurricane recovery efforts, housing and urban development, homeless programs, intermodal programs, and any other areas that may be of interest to the City. We will work with City staff to spearhead efforts to seek demonstration grant opportunities for funding the City Commission's priorities. Also, we will work closely to assist the City in obtaining state permits and grants, as well as helping to identify grant opportunities.

Dean Mead always strives to get the best for our clients by creating a proactive atmosphere for the client. Our Team's experience creating a state spring training funding program on behalf of the City of Clearwater is a good example of creating a proactive atmosphere. In analyzing the Governor's vetoes of the initial spring training funding, Dean Mead created a strategy for client success in the next Session. Drawing on the legislative experience of drafting and passing the first publicly funded sports stadium in Florida's history and the knowledge of various tax incentive/credit programs, we found an untapped source of tax credits and drafted detailed legislation for a new statewide program to use these tax credits for the benefit of Clearwater. The Dean Mead Team worked with affiliated

spring training venues in the passage of the legislation, but always made sure the ranking criteria would have Clearwater safely in the funding allocation. The program was a success, passing the Legislature unanimously and being signed by the Governor, and was the cornerstone of continuing Clearwater's spring training tradition.

Ongoing Relationships with Members of the Florida Legislature

The members of the Dean Mead Team have longstanding and ongoing relationships with the members and staff of the Florida Legislature and state agencies. These relationships have been forged over four decades of public service and private sector advocacy. We work diligently throughout the year to maintain strong bi-partisan relationships with the members of the Legislature. Our ongoing relationships with members of the Florida Legislature are further demonstrated in the references included in this response.

Serving as Senate reapportionment counsel has provided members of the Dean Mead Team an opportunity to solidify relationships with current and future members of the Legislature. Additionally, the Dean Mead Team worked with candidates throughout this election cycle to further establish relationships with the potential new members of the Legislature.

Ongoing Relationships with the Executive Branch Agency Staff

As a prominent Tallahassee presence in the state and local legal community, we are able to fully integrate a work plan on behalf of the City of Clearwater with the policies, procedures and legislative staff of the various state agencies. It's our practice on behalf of our clients to coordinate legislative goals and programs as early as possible with the relevant state agency, thereby dramatically increasing the chances of ultimate success in legislative proposals and gubernatorial approval.

Our Tallahassee location facilitates this year-round contact and fosters close and successful working relationships with Executive agency personnel, as well as Legislative staff. Our Team maintains ongoing relationships with state agencies and successful working relationships with these agencies. It is not an exaggeration to state that, based on our longevity and prestige in the Tallahassee legal community, that one or more members of our Team will have contacts in, and access to, all agencies of state government.

Our Government Relations and Lobbying Team and other lawyers of the Firm represent clients in proceedings involving state agencies under Florida's Administrative Procedure Act, including promulgation of rules, rule challenges, development permitting, bid protests, certificates of need, declaratory statement petitions, electric utility territorial disputes, and public utilities regulation. Familiarity with the extent of agency jurisdiction, policy and rulemaking procedures helps us to be most effective when interacting with state agencies.

Familiarity with State Agencies and a Record of Successful Working Relationships with These Agencies

We have represented clients before the Executive Office of the Governor and most of Florida's administrative agencies, including the Departments of: Financial Services; Business and Professional Regulation; Economic Opportunity; Environmental Protection; Transportation; Management Services; Health; Revenue; and Agriculture and Consumer Services; as well as the Agency for Health Care Administration, the Public Service Commission, the Office of Insurance Regulation, the Office of Banking and Securities, the Attorney General's Office of Anti-Trust, the Florida Housing Finance Corporation, and the state's water management districts.

Our Team has represented public agencies in matters concerning real estate, eminent domain, land use and zoning, environmental permitting, bid protests, construction disputes and construction contracting, drafting and negotiating joint project agreements, mutual use agreements, interlocal agreements and co-funding agreements. We have also worked extensively with public records and sunshine law matters.

Our Government Relations and Lobbying Team offers additional services and expertise that exceed the requirements of the specifications. For example, we have worked with the City of Clearwater's Office of General Counsel to create easement covenants in a condominium for additional public parking in the downtown core. We have also assisted the City with re-authorizing the authority for anchoring regulations with the Florida Fish and Wildlife Conservation Commission. We have been available to the City for several special legal projects before state agencies including working with the DEP on permit issues related to turtle nesting season and regarding beach activities, including facilitating the revision and renewal of the permit for construction activities at Pier 60 Park.

Our Team has been a key player in crafting and supporting legislation to solve specific problems and issues raised by the City and which has proven to be beneficial to Clearwater and other municipalities including:

- **Brownfield Redevelopment**: The Team was active in passage of the 1997 Brownfields Redevelopment Act and in the 1998 Brownfield glitch bill. The purpose of these Acts is to provide meaningful environmental and economic incentives for the cleanup of, and private investment in, the development of contaminated and abandoned urban areas. The Firm has continued to work on obtaining Brownfield Remediation Funding.
- **Retention of Spring Training Franchises**: Our Team, representing the City of Clearwater, worked to write and pass legislation providing tax dollars to renovate spring training baseball stadiums which is intended to keep major league teams from leaving Florida's Grapefruit League for the Cactus League in Arizona and Nevada. Teams will be required to stay at current Florida sites for at least fifteen years and local governments must be willing to pay for at least half the upgrades to qualify for shares of \$75 million in state sales tax revenue that would be allocated for such projects over 30 years.
- **Submerged Lands Local Bill**: Our Team worked with the City's legal counsel, the Pinellas County Legislative Delegation, the Department of Environmental Protection Division of State

Lands and other stakeholders to draft and pass legislation ratifying uses of submerged lands adjacent to the Memorial Causeway.

- **Pinellas County Tourist Development Council Membership**: Our Team helped in the drafting and passage of legislation to change the membership of the Pinellas County Tourist Development Council to provide for the City of Clearwater to have a member.
- **Article V Filing Fees**: Our Team worked on behalf of the City to revise the code enforcement filing fee to \$10.00 for those cases resolved outside of court and \$40.00 for contested proceedings.
- **Implementation of “One City One Future” Programs**: From 1997-2002, the City of Clearwater sought funding to implement its "One City One Future" vision. These appropriations included unique and creative projects. For example, in 1997, Pete Dunbar and Martha Edenfield obtained a \$750,000.00 appropriation for the City of Clearwater to create, transport and showcase a Florida tourism pavilion in the 1998 Olympics in Nagano, Japan, and worked closely with the Secretary of the Department of Transportation to reinterpret substantive law, which made the City eligible for up to \$13 million in funding for the Memorial Causeway Bridge.

Additional Examples of Successes Include:	
Memorial Causeway Bridge Construction	up to \$13 million
Spring Training Franchise Retention	up to \$15 million
Stevenson Creek	\$2,500,000
Clearwater Sister City Program	\$750,000
Brownfield/Enterprise Zone	\$600,000
Brownfield Remediation Clean-up and Redevelopment	\$525,000
City of Clearwater Brownfield Remediation	\$500,000
Job Development Centers at USF Brownfield Site	\$397,000
Enterprise Zone Designation – Tax Refund	\$7,500 per QTI Job; \$2,500 per job Brownfield Redevelopment Bonus
Clearwater Homeless Intervention Program	\$570,000
Clearwater Town Pond	\$400,000
N. Greenwood Branch Library	\$300,000
Clearwater Beach Monorail	\$150,000
Greenwood Community Health Center	\$400,000
Homeland Security Volunteer Team	\$100,000
Emergency Operations Center	\$100,000
East-West Recreation Path	\$100,000
City of Clearwater City Center Park	\$857,302
City of Clearwater Wolfe Preserve	\$140,000
Softball Complex (FRDAP)	\$200,000
Clearwater East/West Trail (FRDAP)	\$150,000
Aquatic Center (FRDAP)	\$200,000
Sanitary Sewer Expansion	\$250,000
Capitol Theatre Renovation	\$1,000,000

Of course, success in legislative representation is measured not only in the issues which have gained legislative passage, but often in those measures which did not pass. We have worked successfully to defeat or neutralize legislation on issues such as the control of solid waste recovered material, mandatory property set asides for working waterfronts and mandatory restriction of public library internet access. We have been instrumental in passing and later defending the grandfather clause protecting local ordinances relating to the seasonal sale and use of fertilizer. We also worked to defeat legislation that would preempt local ordinances related to vacation rental property and short-term rentals.

2) References from other public entities for whom our team has provided similar services.

- a) Charlotte County
Ms. Emily Lewis, Legislative Manager
18500 Murdock Circle
Port Charlotte, FL 33980
Phone: (941) 743-1582 Fax: (941) 743-1554
E-mail: Emily.Lewis@charlottecountyfl.gov

Scope of Services Provided: Dean Mead's Government Relations & Lobbying team currently serves as primary legislative counsel for Charlotte County. Primary issues in recent years have included appropriations for sewer projects and transportation initiatives, reducing consumer costs associated with advanced treatment wastewater units, economic development initiatives and defense on many proposed changes to home rule authority such as fertilizer ordinances and pain management clinic regulation. Previous representation included budget priorities associated with hurricane recovery, land use and growth management bills, impact fees, taxation issues, and library funding. We have assisted the County Attorney's office in evaluating options for litigation on DJJ funding, and successfully assisted on grant applications for beach funding and stormwater funding.

We've had numerous successes in obtaining funding, passing and more frequently thwarting bad legislation. In every year that we have worked for the County, we have obtained or enabled funding for water projects in the amount of \$500,000 to \$750,000. We have also obtained for Charlotte County beach re-nourishment and monitoring funding over \$3 million; a \$2 million dollar FDEP stormwater grant; funding for a new CAT Team; library funding; and disaster relief. We successfully engaged in an effort to include Charlotte County in qualification for a small county transportation fund which will be a future source of funding and which has enabled several projects to proceed in Charlotte County.

We regularly work with similarly impacted entities. One example was involvement in a study by FDEP to address issues raised by inconsistent policy regarding reclaimed water. We successfully achieved greater control of reclaimed water by the entity which creates it by ensuring that it was not subject to permitting as an additional source by FDEP.

A few years ago, a threat was posed by legislation for the bail bonds industry to the utilization of successful pre-trial detention programs in most communities in Florida. For several years, we worked alongside other communities to fend off this harmful legislation. It was a great team effort with law enforcement, and one that we were glad was continually successful. Similarly, several efforts have been made to preempt local regulation of pain management clinics. These very effective local ordinances were preserved.

Another great team effort with law enforcement was the effort to thwart an attempt at preemption of local regulations of secondary metal recycling. This successful local effort to combat metal theft was grandfathered while the Legislature adopted desirable statewide regulation.

During our tenure with Charlotte County, there was a proposal to downsize the SFWMD Governing Board, which we helped ensure was short-lived. The importance of representation on this Board is

understood as the Water Management District is an important source of water quality project funding, as well as a vital partner in potable water planning.

Dates of Service: 2005 -2007 and 2012 to present

b) Manatee County

Mr. Nicholas Azzara, Information Outreach Manager

Manatee County Administrator's Office

1112 Manatee Avenue, West

Bradenton, FL 34205

Phone: (941) 745-3771 Fax: (941) 745-3790

E-mail: Nicholas.azzara@mymanatee.org

Scope of Services Provided: Dean Mead's Government Relations & Lobbying Team performs general governmental affairs activities before the executive and legislative branches of Florida government. We have actively participated on behalf of Manatee County on a number of issues during our representation, including growth management, preemption issues such as fertilizer regulation, pain clinic regulation, juvenile justice and pre-trial detention programs, transportation, workers' compensation, cable regulation, hazardous materials fees, and property and tourist taxes.

We drafted and passed changes for the County on the use of phosphate tax proceeds, obtained appropriations for water projects and working with the Florida Shore and Beach Preservation Association, funding for beach restoration. We have assisted the County Attorney's office with a Cabinet item and have assisted public works on FDEP permitting issues and endangered species issues. We have defended against targeted legislative efforts to undermine a local zoning decision and amended statutes to allow the County to participate in a local transit tax option. We engaged in the formation of a regional transportation agency, TBARTA, and worked to make sure the agency's powers did not supercede local government authority. In 2016, we spearheaded changes to animal control law to respond to problems in the Statute revealed by a local dog bite case. Working with other interested parties, we were able to successfully modify the law. We have also represented the County on agency items such as rulemaking by DCA, and have facilitated staff participation in a FDOT study of proportionate share transportation fees. We often participate in work groups of the Florida Association of Counties on behalf of the County.

On behalf of Manatee County, we have been successful in achieving very good results in beach restoration and water project funding in the range of \$3 million each year over the last several years. We have successfully supported economic development projects in the County, and significant road and port improvements. We also successfully negotiated statutory changes to clarify the relationship and authority over guardian ad litem program employees.

Over the last three years, we have worked closely with the County Attorney to craft a solution to the County's apparent lack of lien authority over property with extensive unpaid utility bills. Due to a quirk in the County's special act authorizing the utility, it was an outlier in lacking this authority, yet there was reluctance on one delegation member's part to grant this authority. After thwarting efforts to amend the local act for two years, we negotiated a compromise and the delegation unanimously

passed the bill. When the same delegation member attempted again to kill the effort, we organized the delegation and addressing every concern, were able to pass the legislation.

Dates of Service: 2004 to present

- c) Pinellas County
Mr. Canaan McCaslin, Intergovernmental Liaison
Office of the County Administrator's Office
315 Court Street
Clearwater, Florida 33756
Phone: (727) 464-5758 Fax: (727) 464-4384
E-mail: cmccaslin@pinellascounty.org

Scope of Services Provided: Since 2002, members of the Dean Mead Government Relations and Lobbying Team have served as the lead consultants in a joint venture with two other lobbying firms in providing general legislative and administrative representation to Pinellas County on all issues impacting county government, including appropriations matters. Most recently we worked to secure passage of the local bill relating to the membership of the Pinellas County Planning Council. We have successfully amended environmental resource permit bills to exempt Pinellas and similarly situated counties from mandatory program delegation.

We have worked closely with the Florida Association of Counties in successfully defeating legislation to provide that online travel services would not have to pay local tourist development taxes. We also successfully amended the fertilizer preemption bill to grandfather the Pinellas County ordinance and have successfully defeated efforts to remove the grandfather provision. We have also worked with the Florida League of Cities and the Florida Association of Counties to amend legislation enacting the taxpayer bill of rights (TABOR) to hold local government harmless.

We have worked closely with the Florida Shore and Beach Preservation Association in securing passage of the Dennis L. Jones Beach and Shore Preservation Act and in securing several million dollars in funding for beach re-nourishment projects in Pinellas County. We have in recent years and will continue to lobby in opposition to offshore oil drilling. We have worked with the offices of Senator Nelson and Senator Rubio on RESTORE Act issues related to the BP Oil spill.

We have worked closely with the Florida Association of Counties to legislatively and administratively mitigate the impact of the state collection of county Medicaid backlog payments. We have also worked with the Department of Juvenile Justice and the legislature to enact a more equitable billing formula for county detention facilities.

Dean Mead's Government Relations and Lobbying Team is the lead on transportation issues for the County, and we have represented Pinellas County on major legislative initiatives including growth management legislation, impact fee legislation and employment legislation. We participate in the Large County Coalition Association on behalf of Pinellas County.

Our team continues to advocate on behalf of funding of affordable housing and homeless programs at both the State and Local level.

We have successfully negotiated amendments to legislation to address issues that detrimentally affected Pinellas County employees employed by the Clerk of Courts. We successfully amended Clerk Audit legislation to hold Pinellas harmless.

Dates of service: 2002-Present

- d) Tampa Bay Water
Ms. Michelle Stom, APR
Chief Communications Officer
Tampa Bay Water
2575 Enterprise Road
Clearwater, FL 33763
Phone: (727) 791-2305
E-mail: mstom@tampabaywater.org

Scope of Services Provided: Members of the Dean Mead Government Relations and Lobbying Team have provided executive branch and legislative representation for Tampa Bay Water since 1994. In that representation, our team members have created and passed the legislative initiative creating Tampa Bay Water, as well as having been a part of every legislative initiative relating to water quality, supply and development since Tampa Bay Water's inception.

On behalf of Tampa Bay Water, we helped author and pursue the passage of the reorganization and modernization of chapter 373, Florida Statutes. We participated in the Florida Water Coalition in the pursuit of adequate funding of water supply initiatives. In a recent Session, we were able to defeat efforts which would have diverted major funding to a few select projects, thereby ensuring that the uniqueness of Tampa Bay Water and its services were recognized and not impaired. In recent years, we secured state appropriations finding of \$10.5 million for the Regional Reclaimed Water and Downstream Augmentation Project and \$650,000 for substation upgrades.

Dates of service: 1994 to present.

Additional References:

Senator Jack Latvala
Florida Senate
26133 U.S. Highway 19 North, Suite 201
Clearwater, FL 33763
Phone: (727) 793-2797
E-mail: latvala.jack.web@flsenate.gov

Representative Chris Sprowls
Florida House of Representatives
2364 Boy Scout Road, Suite 100
Clearwater, FL 33763-0901
Phone: (727) 793-2810
Email: chris.sprowls@myfloridahouse.gov

Representative Chris Latvala
Florida House of Representatives
2963 Gulf to Bay Boulevard, Suite 206
Clearwater, FL 33759-4200
Phone: (727) 724-3000
Email: chris.latvala@myfloridahouse.gov

E.D. "Ed" Armstrong, III
Shareholder
Hill Ward Henderson
600 Cleveland Street, Suite 800
Clearwater, FL 33755
Phone: (727) 259-6789
Email: ed.armstrong@hwhlaw.com

Ed Hooper
Former Member of the Florida House of Representatives
Former Member of the Clearwater City Commission
P.O. Box 4268
Clearwater, FL 33758
Phone: (727) 458-4751
Email: hooper4senate.com

TAB 3 - Qualifications – Education and Training of Lobbyist(s)

Peter Dunbar will serve as the primary point of contact for the City of Clearwater on this contract. Pete was admitted to the Florida Bar in 1972, and during his professional career has worked extensively in the field of real property law and with the law governing condominiums and community associations. He is a member of the American College of Real Estate Lawyers.

In addition, Dean Mead's other Legislative Team Leaders are Martha Edenfield, Cari Roth, Brittany Finkbeiner and Michael Dobson. The professional bios for all five members of our Team are provided below:



Peter M. Dunbar

Office: Tallahassee

Address: 215 S. Monroe Street, Suite 815
Tallahassee, Florida 32301.

Title: Shareholder

Phone: (850) 999-4100 Fax: (850) 577-0095

Email: pdunbar@deanmead.com

Pete Dunbar's practice focuses on governmental, administrative, and real property law. Drawing on a distinguished background of public service, he represents and advocates on behalf of a variety of private and public interests before the Florida Legislature and the Executive Branch departments and agencies of Florida state government.

Pete began his long career in Florida government in 1967 as a staff director in the Florida Legislature. He served as the Pasco County attorney and later served for 5 terms as a member of the Florida House of Representatives. Upon leaving the Legislature, he held the posts of General Counsel and Director of Legislative Affairs for Governor Bob Martinez and later served as the General Counsel at the Department of Financial Services. Pete served as Chief of Staff during the transition from the Martinez administration to the administration of Governor Lawton Chiles, and he is former Chairman and 2-term member of the Florida Ethics Commission.

Pete was admitted to the Florida Bar in 1972, and during his professional career has worked extensively in the field of real property law and with the law governing condominiums and community associations. He is a member of the American College of Real Estate Lawyers; he serves as an adjunct professor at FSU College of Law; and he has been selected by his peers as a member of *Florida Trend's* Legal Elite Hall of Fame.

Pete's experience has included more than two decades of representation before the Legislature, the Governor, the Cabinet and state agencies for a variety of interests, including businesses, professional organizations, the Florida judiciary, local governments, and trade associations.

Pete's projects have included passage of new laws that provide:

- New options for creation of special purpose agencies for regional water supply and wastewater treatment.
- Statutory rewrites to modernize the chapters of Florida law regulating condominium and community housing, outdoor advertising, land trusts, lien rights and foreclosure.
- New innovative funding options for local governments to provide improved transportation infrastructure, new sports and recreational venues, stormwater treatment facilities, economic development incentives, brownfield remediation and preservation of conservation lands.
- Pete has provided testimony as an expert witness in cases involving condominium and real property disputes.
- For more than four decades, he has represented condominium associations and homeowners' associations in community operations and governance, covenant enforcement and interpretation, and other legal issues involved with community living.
- He has also provided appellate advocacy for clients in the Florida Supreme Court and district courts of appeal.

Key Practice Areas

- Governmental & Legislative Affairs
- Real Property & Condominium Law
- Administrative Law
- Water and Growth Management Law
- Gambling and Pari-mutuel Law

Education

- Juris Doctor: Florida State University College of Law, Tallahassee, Florida, *with honors*, 1972
- Bachelor of Arts Degree, Political Science: Florida State University, Tallahassee, Florida, 1969

Bar Admission

Florida, 1972

Recognition & Awards

- Recognized among *Florida Trend's* Legal Elite Hall of Fame since inception
- Named Outstanding Government & Administrative Attorney in *Florida Trend Magazine's* Legal Elite, 2014-2017
- Named an Outstanding Government Relations, Real Estate, Lobbying Attorney, 2008-2017 in *Florida Super Lawyers Magazine*
- Martindale Hubbell: AV Rating
- 2012 Recipient of the FSU College of Law Distinguished Alumni Award
- 2011 Recipient of the *Robert C. Scott Memorial Service Award* from Real Property, Probate and Trust Law Section
- 1999 Recipient of the *Conservation Colleague Award* for the Florida Chapter of the Nature Conservancy
- Florida State University Gold Key



Martha J. Edenfield

Office: Tallahassee

Address: 215 S. Monroe Street, Suite 815

Tallahassee, Florida 32301

Title: Shareholder

Phone: (850) 999-4100 Fax: (850) 577-0095

Email: medenfield@deanmead.com

Martha Edenfield focuses her practice on governmental affairs, environmental, land use and administrative law. She has 32 years of private law practice in Tallahassee and has gained a wide variety of experience representing clients before the Florida Legislature, the Governor, the Cabinet and state agencies. Martha utilizes her political leadership skills to advocate for her clients and coordinate a legislative team. She has extensive experience as legal and governmental counsel for agricultural trade groups, industrial associations, medical professionals and local governments.

Martha's projects have included significant involvement in the drafting and passage of legislation including:

- Statutory rewrites to modernize the Florida Trust Code, the Florida Probate Code, the Florida Uniform Principal and Income Act, the Florida Uniform Disclaimer of Property Interest Act, the Florida Power of Attorney Act, and the Florida Land Trust Act. Expanding the courts power to appoint a court monitor and creating emergency court monitors.
- Enactment of public records exemptions for court monitors and estate inventories.
- The Patient Self-Referral Act of 1992.
- The 1996 Administrative Procedure Act rewrite.
- The Florida Brownfield Redevelopment Act of 1997.
- Reorganization and rewrite of Part VII of Chapter 373, F.S., Water Supply Policy Planning, Production and Funding (2010).
- Reorganization and rewrite of Part III of Chapter 479, F.S., Sign Removal (2010).
- Innovative funding options for local governments for improved transportation infrastructure, new sports and recreational venues, stormwater treatment facilities, economic development incentives, brownfield remediation and preservation of conservation lands.
- The nationally recognized statutory protection of private property rights requiring just compensation for outdoor advertising property interests.
- Grandfather provisions for private interests and governmental entities.
- Exemption from regulation under the Florida Insurance Code for private entity.
- Local bills on behalf of governmental entities.
- Agricultural tax exemptions.

Key Practice Areas

- Governmental & Legislative Affairs (including drafting and editing of legislation and amendments)
- Administrative Law
- Regulatory Matters before State Agencies
- Water and Growth Management Law

Significant Appointments

- Governor's Administrative Procedure Act Review Commission which provided guidance to the Legislature for the 1996 rewrite of the Florida Administrative Procedure Act, by Governor Lawton Chiles.
- Florida Consumers Council, appointed by Florida Agriculture Commissioner Bob Crawford.

Education

- Juris Doctor: Florida State University College of Law, Tallahassee, Florida, 1984
- Bachelor of Science, Finance: Florida State University, Tallahassee, Florida, 1981
- Associate of Arts: Eastern Florida State College (formerly Brevard Community College), Melbourne, Florida, 1979

Bar Admission

Florida Bar, 1984

Recognition & Awards

- 2011 Recipient of the *Robert C. Scott Memorial Service Award* from the Real Property, Probate and Trust Law Section of the Florida Bar
- Recognized among the Top Florida Lawyers in *Florida Trend's* Legal Elite, 2007, 2009, 2013, 2015 and 2016
- Martindale Hubbell: Preeminent AV Rating

Publications

- "Attorney Fees and Costs", *Florida Bar Journal*, March 1997
- Martha frequently writes articles for statewide business publications on environmental and administrative law issues



Cari L. Roth

Office: Tallahassee

Address: 215 S. Monroe Street, Suite 815

Tallahassee, Florida 32301

Title: Shareholder

Phone: (850) 999-4100 Fax: (850) 577-0095

Email: croth@deanmead.com

Cari Roth has 34 years of public and private sector legal and legislative experience and is a recognized leader in government relations and environmental and land use law. Her broad knowledge of state government and the people in it, combined with her attention to detail and bottom line approach to solving client problems makes her an effective advocate in the halls of government. Her legal and legislative practice focuses on state and local government issues, including land use, water and environmental law, growth management and infrastructure issues, and intergovernmental relations. She also has significant experience in special district law and local legislation.

Cari joined Dean Mead in January, 2015. Prior to joining Dean Mead, she served as the chair of Bryant Miller Olive's land use and government consulting practices for 11 years. Before returning to private practice in 2003, she worked for four years as General Counsel and Assistant Secretary of the Florida Department of Community Affairs in Tallahassee where she played a lead role in negotiating major growth management legislation. As General Counsel, she was involved in many inter-agency efforts, particularly those with the Florida Department of Environmental Protection, Florida Department of Agriculture and Consumer Services, Florida Department of Transportation and all the regional Water Management Districts.

Cari has been recognized by her peers for her work in the government relations and administrative areas of practice, including being repeatedly selected as one of the state's "Legal Elite" by *Florida Trend* magazine and other publications. She is also an "AV Preeminent" rated lawyer by Martindale-Hubbell. Originally appointed by Governor Bush in 2005, she was reappointed by Governor Crist and now currently chairs the State's Environmental Regulation Commission by Governor Scott's appointment.

Key Practice Areas

- Administrative Law
- Environmental and Land Use Law
- Government Relations and Lobbying
- Water Law
- Special District Law

Significant Appointments

Cari currently chairs the State's Environmental Regulation Commission by gubernatorial appointment. She was appointed and reappointed by three successive Governors and confirmed by the Senate.

Education

- Juris Doctor: Florida State University College of Law, Tallahassee, Florida, 1983
- Bachelor of Science: Florida State University, Tallahassee, Florida, *cum laude*, 1979 - Dean's List

Bar Admission

Florida Bar, 1983

Recognition & Awards

- Named an Outstanding Land Use and Zoning Attorney in *The Best Lawyers in America*, 2009 - 2017
- Honored as the *Best Lawyers* 2013 Tallahassee Land Use and Zoning Lawyer of the Year
- Named an Outstanding Government & Administrative Attorney and Environmental & Land Use Attorney in *Florida Trend Magazine's Legal Elite*
- Named one of Florida's Top 50 Female Attorneys in the State of Florida; and Outstanding Land Use and Zoning, Government Relations Attorney, 2007 - 2017 in *Florida Super Lawyers Magazine*
- Martindale Hubbell: Preeminent AV Rating

Speaking Engagements

- *Florida Legislative & Regulatory Update on Agriculture Related Issues*, Florida Agriculture Financial Management Conference, August 26, 2016
- *Update on Water Policy, Special Districts and Conservation Easements*, Florida Real Property and Probate Law Legislative Update Conference, July 29, 2016
- *Resetting the Table: A Pivotal Year for Land Use Practice in Florida*, Environmental and Land Use Law Section of The Florida Bar on August 11-12, 2011.
- Annual Environmental Permitting Summer School, hosted by the Florida Environmental Network, Inc. 20+ years.
- Facilitated a County Manager Roundtable discussion for the Florida Association of Counties June 23, 2011 on the topic, *Growth Management: Where Do We Go From Here?*

Publications: Transportation Concurrency in Dense Urban Land Use Areas After Passage of the Community Renewal Act of 2009 appears as part of a compendium of articles on Florida growth management legislation in the October edition of *The Florida Bar Journal*.



Brittany O. Finkbeiner

Office: Tallahassee

Address: 215 S. Monroe Street, Suite 815,
Tallahassee, Florida 32301

Title: Associate

Phone: (850) 999-4100 Fax: (850) 577-0095

Email: bfinkbeiner@deanmead.com

Brittany Finkbeiner is an Associate in Dean Mead's Tallahassee office. Her practice focuses on Governmental Relations, Real Property, Public Records and Administrative law. Prior to going into private practice, Brittany served as a chief attorney for the Department of Business and Professional Regulation, Division of Florida Condominiums, Timeshares, and Mobile Homes. In addition, she's worked at the Florida Department of Economic Opportunity, The Florida Senate Judiciary Committee and as a legislative aide for the Florida Senate.

Key Practice Areas

- Governmental & Legislative Affairs
- Administrative Law
- Business/Commercial Litigation
- Real Property & Condominium Law
- Water Law

Education

- Juris Doctor: Florida Coastal School of Law, Jacksonville, Florida, 2008 (Dean's List)
- Bachelor of Arts, History: University of Florida, *cum laude*, Gainesville, Florida, 2005

Bar Admission

Florida Bar, 2008



Michael B. Dobson

Office: Tallahassee

Address: 215 S. Monroe Street, Suite 815,
Tallahassee, Florida 32301

Title: Associate

Phone: (850) 999-4100 Fax: (850) 577-0095

Email: mdobson@deanmead.com

Michael Dobson is an Associate in Dean Mead's Tallahassee office. His practice focuses on Governmental Relations, Real Property, Public Records and Administrative law. Prior to joining the firm, Michael worked as a staff attorney for the Florida House of Representatives, Ways and Means Committee. In that role, he drafted and analyzed legislation, counseled legislators and staff on a variety of ad valorem tax and Florida constitutional law issues, and presented at committee meetings. During law school, Michael worked for two Sessions with the Florida House's Appropriations Committee. Michael also clerked for Dean Mead's Tallahassee office during the summer of 2016.

Key Practice Areas

- Governmental & Legislative Affairs
- Administrative Law
- Real Property & Condominium Law

Education

- Juris Doctor: Florida State University College of Law, Tallahassee, Florida, 2016
- Bachelor of Science in Political Science: Florida State University, Tallahassee, Florida, 2013

Bar Admission

Florida Bar, 2016

TAB 4

TAB 4 – Cost for Services

Annual flat fee for Legislative Services	\$48,000.
Actual expenses not to exceed	\$4,800.
Total fee and reimbursed expenses	\$52,800.

The scope and complexity of the project dictate the required personnel, expertise and expense necessary to accomplish the desired results. Success in the legislative arena and in the executive agencies of state government depends on the long-term relationships developed with public officials and staff. This includes work on campaigns, responsiveness to research requirements, and problem solving generated by elected officials and by staff, and experience in prior public service.

Providing services for lobbying are hard to quantify at an hourly rate structure where the key to success is access. In order to maintain that relationship for clients, monitoring and lobbying on an hourly basis is unfeasible. Dean Mead proposes a flat fee for legislative services for each legislative cycle. Special projects not contemplated within the scope of services of this RFP will be agreed to in advance and billed separately at the Firm's current hourly rates of \$125 to \$300 an hour.

Although we are not aware of any conflicts of interest at this time, if a direct conflict of interest in the representation of the City for lobbying service is asserted which requires the City to obtain independent representation for lobbying service, we propose that the fee for independent counsel as to the conflict issue be subtracted from the lobbying service contract fee amount.

The annual flat fee for legislative services will be \$48,000 billed monthly in equal installments of \$4000. Actual expenses will be billed separately on an itemized basis and reimbursed on an actual cost incurred based on appropriate governmental schedules.

Travel and out of pocket expenses are projected not to exceed 10% of the fee amount, or \$4800 and will be billed for reimbursement only after incurred.

The total contract amount shall not exceed \$52,800.

TAB 5 – Other Forms

The completed forms that are requested by the City of Clearwater for this proposal are provided on the following pages in this section, including:

1. Exceptions/Additional Materials/Addenda form
2. Vendor Information form
3. Offer and Acceptance form
4. W-9 form

EXCEPTIONS / ADDITIONAL MATERIAL / ADDENDA

Proposers shall indicate any and all exceptions taken to the provisions or specifications in this solicitation document. Exceptions that surface elsewhere and that do not also appear under this section shall be considered invalid and void and of no contractual significance.

Exceptions (mark one):

****Special Note – Any material exceptions taken to the City's Terms and Conditions may render a Proposal non-responsive.**

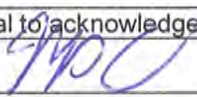
- ☒ No exceptions
☐ Exceptions taken (describe--attach additional pages if needed)

Additional Materials submitted (mark one):

- ☒ No additional materials have been included with this proposal
☐ Additional Materials attached (describe--attach additional pages if needed)

Acknowledgement of addenda issued for this solicitation:

Prior to submitting a response to this solicitation, it is the vendor's responsibility to confirm if any addenda have been issued.

Addenda Number	Initial to acknowledge receipt
Addendum # 1	

Vendor Name Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, P.A. Date: 8/23/2017



**Addendum #1
#34-17, State Lobbying Services
August 17, 2017**

NOTICE IS HEREBY GIVEN that the following addendum serves to answer questions received on #34-17, State Lobbying Services.

Question 1: What is the annual budget for lobbying services?

Answer to Question 1: *The value of the new contract is subject to Council approval. The current contract includes a \$4,000 monthly retainer and compensable expenses not to exceed \$4,800. The contract can be obtained from City Official Records: http://publicdocs.myclearwater.com/weblink8_pub/*

- *Official Records - ORLS*
- *Agreements*
- *[D]*
- *Dean, Mead, Egerton.....*

Question 2: What are the Lobbying priorities and successes for the last three [3] years?

Answer to Question 2: *During the past three (3) years the current lobbying team has advocated support for the City's legislative priorities during the state legislative session, advised of grant/funding opportunities and legislation impacting the City, assisted the permit process with state agencies, and assisted/advocated local bills before the State Legislature.*

End of Questions and Answers

End of Addenda

VENDOR INFORMATION

Company Legal/Corporate Name: Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, P.A.

Doing Business As (if different than above): Dean, Mead & Dunbar

Address: 215 S. Monroe Street, Suite 815

City: Tallahassee State: Florida Zip: 32301 -

Phone: (850) 999-4100 Fax: (850) 577-0095

E-Mail Address: _____ Website: www.deanmead.com

DUNS # 063554836

Remit to Address (if different than above):

Address: 420 S. Orange Avenue, Suite 700

City: Orlando State: FL Zip: 32801

Order from Address (if different from above):

Address: _____

City: _____ State: _____ Zip: _____

Contact for Questions about this proposal:

Name: Karen Keene Fax: (407) 423-1831

Phone: (407) 428-5155 E-Mail Address: kkeene@deanmead.com

Day-to-Day Project Contact (if awarded):

Name: Pete Dunbar Fax: (850) 577-0095

Phone: (850) 999-4100 E-Mail Address: pdunbar@deanmead.com

____ Certified Small Business

Certifying Agency: _____

____ Certified Minority, Woman or Disadvantaged Business Enterprise

Certifying Agency: _____

VENDOR CERTIFICATION OF OFFER

By signing and submitting this Proposal, the Vendor certifies that:

- a) It is under no legal prohibition to contract with the City of Clearwater.
- b) It has read, understands, and is in compliance with the specifications, terms and conditions stated herein, as well as its attachments, and any referenced documents.
- c) It has no known, undisclosed conflicts of interest.
- d) The prices offered were independently developed without consultation or collusion with any of the other respondents or potential respondents or any other anti-competitive practices.
- e) No offer of gifts, payments or other consideration were made to any City employee, officer, elected official, or consultant who has or may have had a role in the procurement process for the services and or goods/materials covered by this contract.
- f) It understands the City of Clearwater may copy all parts of this response, including without limitation any documents and/or materials copyrighted by the respondent, for internal use in evaluating respondent's offer, or in response to a public records request under Florida's public records law (F.S. 119) or other applicable law, subpoena, or other judicial process.
- g) Respondent hereby warrants to the City that the respondent and each of its subcontractors ("Subcontractors") will comply with, and are contractually obligated to comply with, all Federal Immigration laws and regulations that relate to their employees.
- h) Respondent certifies that they are not in violation of section 6(j) of the Federal Export Administration Act and not debarred by any Federal or public agency.
- i) It will provide the materials or services specified in compliance with all Federal, State, and Local Statutes and Rules if awarded by the City.
- j) It is current in all obligations due to the City.
- k) It will accept such terms and conditions in a resulting contract if awarded by the City.
- l) The signatory is an officer or duly authorized agent of the respondent with full power and authority to submit binding offers for the goods or services as specified herein.

ACCEPTED AND AGREED TO:

Company Name: Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, P.A.

Signature: _____

Printed Name: Marc D. Chapman

Title: President

Date: 8/23/2017

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

Print or type
See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Dean, Mead, Egerton, Bloodworth, Capouano & Bozarth, PA

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:

- ☐ Individual/sole proprietor or single-member LLC
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶
☒ C Corporation
☐ S Corporation
☐ Partnership
☐ Trust/estate
Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
Exempt payee code (if any)

Exemption from FATCA reporting code (if any)

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)

420 S. Orange Avenue, Suite 700

6 City, state, and ZIP code

Orlando, FL 32801

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number

 - -

or

Employer identification number

5 9 - 2 0 4 9 7 1 6

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign
Here

Signature of
U.S. person

Catherine S. Fields FINANCE DIRECTOR Date ▶ 1.3.2017

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)

- Form 1099-C (canceled debt)

- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.